

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 339th
MEETING OF THE BOARD OF COMMISSIONERS April 29, 2010**

A meeting of the Board of Commissioners of the Rhode Island Convention Center Authority (hereinafter referred to as "Authority", the "CCA" or the "Board") was held on April 29, 2010 at 9:00 a.m. pursuant to notice, at the Rhode Island Convention Center Boardroom, One Sabin Street, Providence, Rhode Island.

Board members present were Chairman, David Duffy, Commissioners, Paul MacDonald, Jeff Hirsh, Bernie Buonanno, Patrick Butler, Dave Gavitt, Letitia Carter, Jason Fowler, George Nee and Dale Venturini.

Mr. Daugherty was unable to attend.

Also present were James P. McCarvill, Executive Director, Betty Sullivan, Ken Mancuso and Kim Keough, Rhode Island Convention Center Authority; Tim Muldoon, Debbie Tuton, Nancy Beauchamp and Arlene Oliva, Convention Center; Larry Lepore, Robert Cappalli, and Cheryl Cohen, Dunkin' Donuts Center; Alan Chille, VMA/PFM; Martha Sheridan, PWCVB; Tom Crocker, Sportservice; Bruce Leach, Legal Counsel; Michael Nugent, House Policy Office and Eileen Smith, Recording Secretary.

Mr. Duffy called the meeting to order at 9:02 AM.

APPROVAL OF MINUTES

Mr. Duffy entertained a motion to accept and approve the minutes of the 338th meeting, March, 2010. Upon a motion duly made by Mr. MacDonald and seconded by Mr. Gavitt it was unanimously VOTED: to approve the minutes as distributed

Mr. Duffy instructed the Authority office to send the approved minutes to the Secretary of State's Office via electronic mail. Mr. Duffy announced that the next meeting would be held on Thursday, May 24, 2010 at 9:00 AM.

Mr. Duffy asked Mr. McCarvill to present the financial information. Mr. McCarvill noted that the VMA net income for the month of March was (\$51,471) to budget. Mr. McCarvill reported the Year to Date net income was (\$170,291) to budget but \$33,064 to the prior year. Mr. McCarvill reported that the Convention Center net income for the month of March was (\$110,587) to budget and \$13,157 to the prior year. Year to date net income was \$326,309 to budget and \$886,195 to the previous year. Mr. McCarvill stated that concession revenue was below expectations in March. Mr. McCarvill noted that cost saving methods implemented by management continue to produce good results. Mr. McCarvill stated that the Dunkin' Donuts Center net income for March was \$84,791 to budget and \$26,205 to the prior year. Year to date net income was \$296,701 to budget and \$702,854 to the prior year. Mr. McCarvill noted that March net income was significantly better than the prior year and was a direct result of the NCAA Basketball Tournament and two successful concerts. Year to

date net income was better than budget by 217.6%, a direct result of cost reductions, strong suite revenues and service income. Mr. McCarvill reported that for the month of March the Authority was \$3,664 to budget and \$489,797 to the prior year. Year to date Net Income for the Authority is \$664,485 to budget and \$4,755,268 to last year. Mr. McCarvill reported that consolidated net income for March was (\$29,460) to budget and \$450,435 to the prior year. Year to date consolidated net income was \$41,474 to budget and \$3,166,158 to the prior year. Mr. McCarvill said that the consolidated income statement indicates that we are enjoying a better year than last year. Mr. MacDonald commented that attendance at the Salt Water Fishing Show was remarkable and wondered if the tournament attendees had taken advantage of the show. Mr. McCarvill said that some may have attended but that it is a good show every year and that people buy a lot of fishing gear. Mr. MacDonald asked if there was a fresh water counterpart. Mr. Duffy said that it is remarkable that both the Convention Center and the Dunkin' Donuts Center continue to run in the black. He said that at the VMA the lights are on but they are not drawing the crowds.

Mr. McCarvill noted the inclusion of amendments to the Authority's Retirement Plan. Mr. McCarvill stated that these amendments are necessary for the plan to be in compliance with recently passed regulations under the Internal Revenue Code. Upon a motion duly made by Mr. Nee and seconded by Mr. Butler it was unanimously

VOTED: to adopt the amendments to the Authority's Retirement Plan as included in the handout to the Board.

Mr. Duffy expressed his condolences and those of the Commissioners to Mr. Buonanno on the death of his father. Mr. Buonanno thanked the Board for their kind words.

DUNKIN' DONUTS CENTER

Mr. Buonanno thanked Mr. Gavitt for his assistance in getting the NCAA Basketball Tournament to the Dunk. He said that if it was not for Mr. Gavitt Providence might not have been considered. Mr. Gavitt said that we got very high marks from the NCAA. Mr. Gavitt thanked everyone involved for making the event such a success. He said that our next opportunity to host the tournament would be in 2014 and Providence College is ready to partner with us to bring it back. Mr. Gavitt said that there has been some talk about play in games in the future. He noted that if the tournament expands the number of teams there may be an opportunity for Providence to host those games before 2014. He suggested that contact be made with Providence College to offer our assistance.

Mr. Lepore reported that the Boston Pops would not be performing at the Dunk this year. He said that they could not reach an agreement on rent and that he was concerned that the show would not draw a large audience because the Rockettes are performing at PPAC. Mr.

Lepore said that we would be competing for the same entertainment dollar.

Mr. Lepore reported that the front stairs will be repaired following Walking with Dinosaurs. Mr. Lepore stated that an RFP had been issued for the marquee. He noted that three firms had responded. Mr Lepore said that one firm had been eliminated because their proposal did not include installation. Mr. Lepore said that D3 and Daktronics were the other bidders. Mr. Lepore noted that by choosing Daktronics they will extend their service contract for the scoreboard for an additional three years. Mr. Buonanno noted that the Committee had supported management's decision and asked that the Board approve awarding the marquee contract to Daktronics. Upon a motion duly made by Mr. MacDonald and seconded by Mr. Nee it was unanimously

VOTED: to award the marquee contract to Daktronics

Mr. Lepore reported that the Providence Bruins continue to market their product well. He said that he is encouraging PC to use some of the P Bruins tactics to increase attendance at their non conference games.

CONVENTION CENTER COMMITTEE

Mr. Muldoon reported that transient and event parking was up for the

month most likely due to the NCAA Tournament. He noted that monthly parking continues to lag. Mr. Muldoon reported that a new three year contract has been signed with the Department of Administration to park an additional 172 cars. Mr. Muldoon said that he negotiated a discounted rate of \$100.00 per car.

Mr. Muldoon reported that an RFP had been issued for the lighting replacement project. He said that there were only two bidders for the original RFP and therefore the RFP was advertised again. Four responses were received to the re-issue of the RFP and after careful consideration he would like R.F. Audet to be selected for Project 1 and Ryan Electric for Project 2. He noted that the RFP allowed for separate bids for each project and that these were the lowest qualified bidders for each project. Mr. Muldoon distributed a matrix of the evaluation process. Mr. Butler said that wouldn't it make more sense to award the entire contract to Ryan. Mr. MacDonald said that we should honor management's decision. After some discussion Mr. MacDonald made a motion that was seconded by Mr. Buonanno and unanimously

VOTED: to award the Lighting Replacement project to R.F. Audit for Project 1 and Ryan Electric for Project 2.

Mr. Muldoon reported that a request for a rent waiver for GovEnergy 2012 was recommended for approval by the Board. Mr. Muldoon said that GovEnergy was one of the largest revenue producing single

events in the history of the Convention Center. He also stated that this event will use the Convention Center and the Dunkin' Donuts Center. Upon a motion duly made by Ms. Venturini and seconded by Mr. Buonanno it was unanimously

VOTED: to authorize a rent waiver for GovEnergy.

Mr. Muldoon reported that the Convention Center had received a verbal commitment from Salt Water Fishing to return next year. Mr. Duffy asked if the show had profited from the NCAA Tournament being held at the Dunk at the same time. Mr. Muldoon said that he didn't think it had much of an effect and the Salt Water Fishing is a very popular show. Mr. MacDonald noted that fresh water fishing is also big in the area. Mr. Muldoon said that he would research if there any fresh water fishing shows exist.

Mr. Duffy asked Mr. Mancuso to update the Board of the proposed changes to Sabin Street. Mr. Mancuso said the City is proposing to make Sabin Street two way. Mr. Mancuso described the changes and stated that he thinks the Board should object to the proposal. Discussions ensued regarding patrons exiting the garage and turning left. Mr. Mancuso said that a traffic light would be installed. Mr. Duffy noted that we try very hard to get cars out of the garage as quickly as possible and that this would certainly hamper our efforts. Ms. Venturini stated that having Sabin Street two way would be a public safety issue because of the number of patrons that cross the street.

Mr. Mancuso said that short term parking for the Box Office will be eliminated. Mr. Butler said that he had spoken to the Council President and informed him that we were not in favor. Mr. Mancuso noted that Police and Fire are also not in favor of the plan. Mr. Butler said that if Police and Fire are against the change it would be very difficult for the City to get this done. Mr. Duffy thanked Mr. Butler for acting so quickly on our behalf.

VMA

Ms. Carter reported that that Malcolm Grear of Malcolm Grear Designs had presented a proposal to the VMAF and the Marketing Committee. She said that the purpose of the submittal is to create a new identity for the theater. Ms. Carter stated that the VMAF would be responsible for any costs involved with branding. Mr. Duffy thanked Ms. Carter for bringing back the VMAF and her attempts to bring the theater back to life. Mr. McCarvill said that there is \$1 million dollars in the State budget being discussed this week for the VMA. He said that if the money stays in the budget it will be used for fixing the roof and other much needed repairs. Mr. McCarvill said that he doesn't think that the Legislature is inclined to sell the building to us for \$10.75 million. Mr. Chille noted that all renovations at PPAC were completed in phases. Mr. McCarvill said that we will have to do something about our lease which expires at the end of June. Mr. Fowler asked if Ms. Carter had considered a fund raiser for renovations, possible a company that would sponsor local talent

show. Ms. Carter said that it would be a good idea and asked Mr. Fowler if he knew of any companies that would step up. Mr. Fowler said that he did not know of any at the moment but that there is a lot of good local talent.

MARKETING

Ms. Sheridan reported that the CVB Board had elected a new slate of officers. She said that she would provide a list of the new board. Ms. Sheridan noted that she had toured the new intermodal transportation station and that it is an outstanding facility.

Ms. Cohen distributed a summary of the report that she presented to the Marketing Committee. Ms. Cohen listed the potential advertising clients. Mr. MacDonald asked if Budweiser advertised in the building.

Ms. Cohen answered that they are one of our largest advertisers. Mr. Hirsh questioned use of the suites for Providence College graduation.

He asked if we were able to sell the suites. Ms. Cohen answered that Providence College has reserved the party suites. She stated that we cannot sell the others because they are leased to the suite holders.

Ms. Cohen reported that the suites will be occupied because there may be family or friends in the graduating class. She said that the suites cannot be sub leased. Ms. Cohen said that she hopes for a good walk up crowd for the Circus. She noted that for the first time the media was allowed to tour the Circus train and the reaction was favorable.

Mr. Muldoon reported that Machine Quilters Show was successful and that they are looking to repeat. Mr. Muldoon noted that the sales staff is working on several prospective conventions and trade shows and negotiating with our current clients to return and possibly expand their product.

Mr. Chille reported that Mr. Hahl was not feeling well. He said that at the VMA they are looking at small gains for the building.

Ms. Keough was pleased to report that Roller Derby had doubled their ticket sales. Mr. Duffy suggested that we plan another Athletic Directors luncheon. Ms. Keough said that she is working on it. Ms. Carter asked if the VMA will be included in the photo library. Ms. Keough answered that they would be included.

Mr. McCarvill summarized the RFP for Management Services. He said that a copy of the RFP was included in today's handout. Discussions ensued regarding the RFP. Mr. Fowler noted that the VMA is not included in the RFP. Mr. Duffy said that the VMA is a separate contract. Mr. Nee asked if there was any language in the RFP that addresses collective bargaining. Mr. Leach said that employee issues would be covered at the mandatory pre-bid meeting and tour. Upon a motion duly made by Mr. Buonanno and seconded by Mr. Butler it was unanimously

VOTED: to advertise the RFP for Management Services of the Convention Center, Dunkin' Donuts Center and the Parking Garage.

Mr. McCarvill reported that we had received a letter of intent from Dunkin' Brands regarding the naming rights. Mr. Fowler asked if there have been any issues with the current contract. Mr. McCarvill stated that Dunkin' Brands has been a good partner and that they exceed their contract in terms of event sponsorship.

Mr. Duffy asked if there was any new business. Hearing none he asked for a motion to adjourn. Upon a motion duly made by Mr. Buonanno and seconded by Mr. Nee it was unanimously

VOTED: to adjourn at 10:30 a.m.